

KANKAKEE FULFILLMENT COSTS VS. LCS FULFILLMENT COSTS

<u>PROGRAM</u>	<u>TIME PERIOD</u>	<u>FULFILLMENT CENTER</u>	<u># OF CONSUMER INCENTIVES</u>	<u>TOTAL COST TO CAMBRIDGE</u>	<u>CAMBRIDGE COST PER ITEM</u>
SPRING COLLECTION	MAR 93 - DEC 93	KANKAKEE	159,070	208,917	\$1.31
AUGUST DIRECT MAIL	AUG 94 - ?	LCS	153,786 <i>incorrect</i>	221,358	\$1.44

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